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CENTRAL INTELLIGENCE AGENCY

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COUNTRY Czechoslovakia

REPORT

SUBJECT Activities of the Technoexport
Foreign Trade Enterprise

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Compilation of Enterprise Information for Technoexport Employees Abroad
(Souhrnna podnikova informace pro zahranicni pracovníky Technoexportu). This
issue of the publication is dated February 1959. It was published by the trade-
political department of Technoexport.

2. Among other things it was stated that the enterprise was granted the Red Banner of the Ministry of Foreign Trade for fulfillment of 1958 tasks. However, though the enterprise had met contract quotas for communist countries, it was in arrears in contracts with capitalist countries. Long range contracts for 1960 and 1961 were also not satisfactory.

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CUMULATIVE INTRA-ENTERPRISES INFORMATION SHEET FOR THE MONTH OF FEBRUARY
ISSUED BY THE COMMERCIAL-POLITICAL DEPARTMENT OF THE TECHNOEXPORT
ENTERPRISE. (For TECHNOEXPORT employees abroad)

Technoexport Granted Red Banner of Ministry of Foreign Trade and UVOS [?]

On 24 February, a gala membership meeting of the enterprise trade union organization was held at TECHNOEXPORT. This meeting was significant inasmuch as the enterprise was granted the red banner of the Ministry of Foreign Trade and the UVOS for fulfillment of 1958 tasks. The enterprise also placed second in the sector competition.

The meeting, which was attended by a large number of employees, was opened by WEINFURTER, Chairman of the Enterprise Organization of the ROH (Revolutionary Trade Union Movement), who introduced First Deputy Minister of Foreign Trade, HAMOUZ; Deputy Minister of Foreign Trade, POULAZ, representative of the Central Committee of the ROH, BUNAKOVA, and other important persons present. In his speech, TECHNOEXPORT director MAREK evaluated 1958 results and touched upon tasks for 1959. He mentioned that the enterprise had by and large met the contract quota for countries of the Socialist camp and also that it was some 31 million crowns in arrears in contracts with capitalist countries. Long-range contracts for 1960 and 1961 are also not satisfactory. According to the director, commercial groups #16 and #24 (complete industrial equipment) will have to bear the brunt of the assignment and he felt confident that an improvement would also be registered in that sector.

Deputy Minister of Foreign Trade, HAMOUZ, spoke on the future assignments of foreign trade; on the mission and significance of foreign trade, particularly in the context of the international "division of

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labor" between countries of the socialist camp and the coordinated appearance in third markets.

The representative of the Central Committee of the ROH, BUSNAKOVA, congratulated the employees of TECHNOEXPORT for the high honors bestowed upon them.

Comrade RUHLOVA, Chairman of the Enterprise KSC (Communist Party of Czechoslovakia) organization read a congratulatory message from the KSC Committee for Prague - 2.

As a further part of the program, Engineer DVORAK read the names of "exemplary collectives" for the fourth quarter of 1958. In the competition between commercial groups, Group #13 placed first, Group #21, second, and Group #11, third.

[The document then proceeds to list the names of members of various exemplary collectives, as well as names of individuals, who performed good work during the report period. In some instances, their jobs, such as translator, foreign language correspondent, etc., are also given.]

The entire evening culminated in a dance and several cultural events.

Example of Good Work by a Delegate

Engineer SVESTKA, together with a group of production technicians and in close collaboration with Engineer FECHTNER, clarified deliveries of refrigeration equipment to the USSR between 1961 and 1965 in a very short time; the group led by HEJHAL, also working with Engineer FECHTNER, negotiated Soviet requests for deliveries of sugar refining installations between 1961 and 1965; an additional group dealt with rubber industry

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[redacted]
equipment for 1960 - 1965.

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The work of all three groups was concluded in a very short time, particularly because of the contribution of Engineer FECHTNER. He was able to help because he is well versed in his field, knows when and to whom to turn and knows the ways which accelerate and shorten negotiations.

Such activity on the part of our delegate bears results, be it the conservation of foreign exchange or the fact that brief negotiations provide the producing enterprises with more time for processing offers.

Handing Over of Planning Material and Catalogs

Executive order No 4, issued by the Central Director of TECHNOEXPORT on 29 January 1959, requires all delegates abroad to hand over suitable prospectus and catalogs to appropriate interested parties in such a manner as to afford those authorities an insight into Czechoslovak commodity delivery capabilities.

The same order requested delegates to organize excursions of experts to existing Czechoslovak-delivered industrial plants.

Fulfillment of these tasks must be reported in monthly reports.

Listed below are the numbers and descriptions of prospectus and catalogs available in the publicity department for the implementation of the above directive.

[List of brochures on filtration plants, turbo-alternators, industrial vacuum cleaners, etc.]

Plan of Technical and Organizational Provisions #27/58

On the basis of the above plan, directive #16/58, dated 24 May

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1958, was circulated to all delegates and called for the evaluation of TECHNOEXPORT activities, both in public competition [for orders -- bids], as well as private commercial transactions, primarily in those cases where TECHNOEXPORT failed to obtain an order. Whereas the evaluation of activity in public competitions is only partially underway, evaluation of direct commercial transactions is not being done at all.

It is essential for our delegates in capitalist countries to grasp the seriousness of these requirements. They are not some kind of new, superfluous assignments but rather the gathering of commercial policy experiences. Our delegates must take such steps, on the basis of analysis of our failures, necessary to assure that the results of our commercial activity will be better in future.

Similarly, the analysis of technical problems involved in cases where we have been unsuccessful presents the enterprise with the opportunity of applying new requirements to the technical level of our equipment and contributing to technical development.

We therefore draw the attention of our delegates to these tasks and request that the next time we bid on a job or order and fail, they conduct a detailed analysis of the reasons for our failure and forward their findings to Department \$011.

Telephone Conversations

In recent months, the telephone conversations between our enterprise and individual delegates in socialist countries have been abnormally long. By monitoring individual conversations and analyzing them later

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we have reached the conclusion that both employees of the enterprise and of the foreign stations come to the telephone unprepared and that matters which could be handled by memorandum, teletype, or cable are often negotiated over the telephone. Frequently, employees on both sides cast around for some additional matter which could be settled via the telephone while in the midst of the telephone contact.

These situations are often characterized by such words as: "Wait, what was it I still had to tell you...ah yes, now I have it..." etc. Furthermore, the telephone contact is frequently used to relay purely personal and private matters, requests for information, etc., for which other channels must be found.

A combination of such, one could almost call them improprieties, results in wasted minutes of international telephone conversation. The 1959 record for long international telephone calls is thus far the 6 January call to Moscow which lasted 146 minutes at a cost of 988.20 crowns. For your information, the cost of one minute of telephone conversation between Prague and Moscow is 6.70 crowns; Prague and Warsaw, 4.10 crowns; Prague-Budapest, 4.20 crowns; Prague - Sofia, 7.30 crowns; Prague - Peking, 25.10 crowns, etc.

In view of the excessive and unjustifiably-rising overhead costs, we request that each delegate initiating a telephone contact come to the telephone only after a written preparation of the material to be covered. Similar arrangements are also being made in the home enterprise. We concede the necessity for continued use of the telephone for optimum communications; however, this should be done with the maximum of economy. Once a topic has been mentioned in a telephone

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conversation, you are urged to assign it a number so that in the event you need to return to it at a subsequent date, [with the same conversation partner] you are able to refer to it by number only and thus shorten conversation time.

In the event a substantial reduction in the length of telephone calls is not attained in the immediate future, and in view of the considerable expense, we shall even be forced to adopt such measures as charging unnecessary conversation time against the personal salary of the violator. However, we are convinced that by good preparation and better discipline during actual conversations we shall achieve success without "drastic" measures.

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